

**Job ID:** 236RK  
**Job Title:** Area Sales Manager, Gulf of Mexico  
**Degree Requirements:** Bachelor's Degree in a Technical Area  
**Years of Experience:** 5  
**Type of Position:** Direct Hire  
**Location:** New Orleans, LA – Houston, TX – Gulf Coast Home Office  
**Travel Required:** 50%

Our Louisiana based client has an **IMMEDIATE NEED** for an Area Sales Manager for the Gulf of Mexico Region.

The **MUST HAVE REQUIREMENTS** for the successful candidate are:

- \* Bachelor's Degree in a Technical Area
- \* 5 years sales experience in the energy market ( oil & gas, power generation & process industries )
- \* Sales experience with rotating machinery ( gas turbines, generators, compressors, reciprocating engines )
- \* Knowledge of Industrial automation & instrumentation
- \* Verifiable sales record & achievements
- \* Able to travel at least 50%
- \* Have strong & effective negotiation & closing skills at all organizational levels
- \* Strong verbal & written communication skills
- \* Exceptional presentation / client facing skills
- \* Ability to work effectively in a fast paced team environment

Reporting to Vice President of Sales and Marketing the **RESPONSIBILITIES** of this position include but are not limited to:

- \* Work directly with end-user understanding customer needs & provide control system solutions
- \* Grow sales with present accounts in the oil & gas, power generation & process industries
- \* Develop new accounts providing solution based consultative services
- \* Achieve assigned sales targets, increasing revenue & profitability in assigned territory
- \* Identify, pursue, & establish new business opportunities for company continued growth
- \* Leverage existing customer contacts expanding business opportunities
- \* Develop alliances & partnerships within the industry creating added market opportunities
- \* Attend tradeshow & conferences to market company's products & services
- \* Submit timely sales & business reports

If you meet these requirements and wish to be considered for this position, send your résumé to us in a Word document at [Resumes@PinnaclePlacementGroup.com](mailto:Resumes@PinnaclePlacementGroup.com) mentioning the **Job ID** and the **Job Title** in the subject line of your email.

**In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your MINIMUM salary requirements.**

**KEY WORDS:** Sales, Energy, Cameron, Roteq, Centrax, GR Oil & Gas, Invensys Triconex, Mann Diesel & Turbo, Power Support, Pratt & Whitney, Rolls Royce, SIEMENS Demaq Delavel, Solar Turbines, Bowman Power, Capstone Turbine, Turbec S.P.A., Ariel, Atlas, Atlas Copco, Copco, Burckhardt Compression AG, ComAirtco, compare Compressor Controls, Corken, Dresser Rand, Eagle Pump & Compressor, Elliott Turbomachinery, Howden Compressors, KSB, National Pump & Compressor, Sullair, Hyundai Heavy Industries, compression, rotating machinery, gas, turbines, gas turbines, generators, compressors, reciprocating engines